

FUNDING COMMITMENT REPORT
Billed Entity Name: HENRICO COUNTY SCHOOL DISTRICT
BEN: 126514
Funding Year: 2008

Comment on RAL corrections: The applicant did not submit any RAL corrections.

Form 471 Application Number: 607894
Funding Request Number: 1707486
Funding Status: Funded
Category of Service: Telecommunications Service
Form 470 Application Number: 425760000463192
SPIN: 143001422
Service Provider Name: Verizon Virginia Inc.
Contract Number: VA-040801-VERY
Billing Account Number: 00070939374289Y
Multiple Billing Account Numbers: N
Service Start Date: 07/01/2008
Service End Date: N/A
Contract Award Date: 09/02/2004
Contract Expiration Date: 06/30/2009
Site Identifier: 16041893
Number of Months Recurring Service Provided in Funding Year: 12
Annual Pre-discount Amount for Eligible Recurring Charges: \$17,133.96
Annual Pre-discount Amount for Eligible Non-recurring Charges: \$.00
Pre-discount Amount: \$17,133.96
Discount Percentage Approved by the USAC: 52%
Funding Commitment Decision: \$8,909.66 - FRN approved; modified by SLD
Funding Commitment Decision Explanation: MRI: The establishing Form 470 Application Number was changed at the request of the applicant.
FCDL Date: 02/03/2009
Wave Number: 038
Last Allowable Date for Delivery and Installation for Non-Recurring Services: 09/30/2009

EXHIBIT A
Actual RFP Scoring Process

Bid #05-7788-11SW

Hi-Speed Internet Access

First Round Scoring with Price 20 Percent

Committee Member	Sprint	Verizon	TelCove	Christopher Comm
April Lucy	200	780	765	680
Lloyd Brown	195	830	745	585
Michael Hubbard	325	820	725	710
Paul Kolmetz	120	780	800	455
TOTALS	840	3210	3035	2430

	Rankings	Score
Verizon	1	3210
TelCove	2	3035
Christopher Communication	3	2430
Sprint	4	840

Bid #05-7788-11SW

Hi-Speed Internet Access

Second Round Scoring with Price 20 Percent

Committee Member	Verizon	TelCove
April Lucy	780	765
Lloyd Brown	830	800
Michael Hubbard	830	820
Paul Kolmetz	785	660
TOTALS	3225	3045

	Rankings	Score
Verizon	1	3225
TelCove	2	3045

EXHIBIT B
Actual RFP Scoring Sheets

1. First Round of scoring with Price 20 percent.
2. Second Round of scoring with Price 20 percent

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Sprint

Committee Member April Lucy

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	0	0
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	0	0
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	0	0
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	10	200
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100		200

Only a quote was submitted.

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member April Lucy

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	7	140
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	780

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Tel Cove

Committee Member April Lucy

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

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customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	7	175
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	7	70
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	765

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Christopher Communications

Committee Member April Lucy

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25 20	7	175 140
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25 20	7	175 140
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20 30	6	180 120
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	680

670

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Sprint

Committee Member Lloyd Brown

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	0	0
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	3	75
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	0	0
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	6	120
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100	9	195

01/12/2006 THU 10:41 [TX/RX NO 9078]

P.06

96%

804 6523151

JAN-12-2006 10:56

Exhibit B-1

Page 25 of 70

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member Lloyd Brown

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integrallon Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	50	830

01/12/08 THU 10:41 [TX/RX NO 9078]

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804 6523151

JAN-12-2006 10:56

Exhibit B-1

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Tel Cave

Committee Member Lloyd Brown

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	7	175
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	45	745

Exhibit B-1

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01/12/06 THU 10:41 [TX/RX NO 9078]

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Page 27 of 70

TECHNOLOGY

01/12/2006 11:40 FAX 804 3286140

0002

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Christopher Communications

Committee Member Lloyd Brown

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	6	150
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	3	45
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	3	30
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	6	120
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	34	585

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Exhibit B-1

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm SPRINT

Committee Member MICHAEL HUBBARD

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2.
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	0	0
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	3	75
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	0	0
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100		325

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Exhibit B-1

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm VERIZON

Committee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	10	100
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	6	120
Quality of proposal submission/oral presentations	5	10	50
GRAND TOTAL	100		820

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Exhibit B-1

JAN-12-2006 10:57

804 6523151

96%

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TECHNOLOGY

01/12/2006 10:17 FAX 804 3286140

Page 30 of 70

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm TELCOR

Committee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	6	150
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	7	105
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	7	70
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		725

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Exhibit B-1

01/12/2006 THU 09:18 [TX/RX NO 9073]

JAN-12-2006 10:57

804 6523151

95%

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EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS

Firm CHRISTOPHER COM

Committee Member MICHAEL HUBBARD

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	6	60
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	6	120
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		710

Exhibit B-1

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96%

01/12/06 THU 09:18 [TX/RX NO 9073]

P.13

Page 32 of 70

TECHNOLOGY

01/12/2006 10:17 FAX 804 3286140

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EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLSFirm SPRINTCommittee Member PAUL KOLMETZ652
3157

[TX/RX NO 9077]

P.14

01/12/06 THU 10:16

95%

B04 6523151

JAN-12-2006 10:57

Exhibit B-1

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	0	0
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	0	0
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	0	0
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	6	120
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100		120

Legend:Outstanding
10 pointsAdequate to Good
6-8 pointsMarginally Acceptable
3-4 pointsUnacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLSFirm VERIZONCommittee Member PAUL KOLMETZ

[TX/RX NO 9077]

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01/12/06 THU 10:16

95%

804 6523151

JAN-12-2006 10:57

Exhibit B-1

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	7	175
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	7	175
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	10	100
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	7	140
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		780

Legend:Outstanding
10 pointsAdequate to Good
6-8 pointsMarginally Acceptable
3-4 pointsUnacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Page 34 of 70

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLSFirm TELCORCommittee Member PAUL KULMETZLegend:Outstanding
10 pointsAdequate to Good
6-8 pointsMarginally Acceptable
3-4 pointsUnacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	7	105
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	6	60
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	10	200
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		800

[TX/RX NO 9077]

01/12/06 THU 10:16

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95%

804 6523151

JAN-12-2006 10:58

Exhibit B-1

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLSFirm CHRISTOPHER COMMUNICATIONSCommittee Member PAUL KILMETZ

[TX/RX NO 9077]

01/12/06 THU 10:18

96%

804 6523151

JAN-12-2006 10:58

Exhibit B-1

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	6	150
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	3	75
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	3	45
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	3	30
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	6	120
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		455

Legend:Outstanding
10 pointsAdequate to Good
6-8 pointsMarginally Acceptable
3-4 pointsUnacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Page 36 of 70

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Tel Cove

Committee Member April Lucy

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	3	45
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	10	200
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		765

2-9 19495

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member April Lucy

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	9	135
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	7	140
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		795

Exhibit B-2

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member Lloyd Brown

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	10	100
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	7	140
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		830

Page 38 of 70

Exhibit B-2

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm Teleove

Committee Member Lloyd Brown

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		800

Exhibit B-2

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm VERIZON

Committee Member MICHAEL LIVERACH

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	8	80
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	8	160
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		830

Page 40 of 70

EXHIBIT B-2

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm TELCOVE

Committee Member MICHAEL HUBBARD

Legend:

Outstanding
10 points

Adequate to Good
6-8 points

Marginally Acceptable
3-4 points

Unacceptable
0 points

There is no 9, 5, 1, or 2
Multiply score by weight to
obtain sub-total for criteria.
Add up sub-total to obtain
grand score.

* Criteria and weights are
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	8	200
Implementation Services <ul style="list-style-type: none"> Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> Financial Stability of Firm References 	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> Team organization 	10	6	60
Price <ul style="list-style-type: none"> Monthly base price Scalability Cost of additional and redundant bandwidth 	20	10	200
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		820

Page 41 of 70

Exhibit B-2